

Message Text

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ACTION EUR-12

INFO OCT-01 ISO-00 EURE-00 TRSE-00 EB-07 XMB-02 OPIC-03

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FM AMEMBASSY BUCHAREST

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USIA FOR IEE

DEPT PASS EXIM AND OPIC

E.O. 11652: N/A

TAGS: EEWT, EMAE, OVIP (AVARM, IOAN), RO

SUBJ: AVRAM VISIT ATMOSPHERICS

REF: BUCH 1227

1. SUMMARY. BROAD OBJECTIVE OF AVRAM MISSION APPEARS TO TEST CLIMATE FOR EXPANDED U.S.-ROMANIAN COOPERATION IN ERA OF BILATERAL COMMERCIAL AGREEMENT AND ONE EVE OF NEW ROMANIAN FIVE YEAR PLAN. SHORTER-TERM GOAL IS CONCLUSION OF AGREEMENTS WITH AT LEAST SEVERAL OF FIRMS TO BE VISITED. DISCUSSIONS WITH USG OFFICIALS ON TRADE AND INVESTMENT FINANCING WILL LIKELY PLAY CENTRAL ROLE IN GOR'S ASSESSMENT OF PROSPECTS FOR INCREASED BILATERAL ECONOMIC COOPERATION. END SUMMARY.

2. AT APRIL 1 DINNER GIVEN BY AMBASSADOR IN MINISTER'S HONOR, AVRAM CONVEYED IMPRESSION THAT HE PERSONALLY AND GOR AS WHOLE ATTACHED CONSIDERABLE IMPORTANCE TO HIS VISIT. FROM HIS COMMENTS WE INFER THAT CEAUSESCU PERSONALLY INTERESTED

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AND THAT U.S. RESPONSE TO VISIT WILL BE VIEWED AS INDICATIVE

OF BASIC INTEREST ON PART U.S. BUSINESS AND U.S.G. IN DEVELOPMENT OF ROMANIA'S CRITICAL HEAVY INDUSTRY SECTOR UNDER FORTHCOMING FIVE YEAR PLAN. FOLLOWING SIGNING OF BILATERAL COMMERCIAL AGREEMENT, WE ANTICIPATE AVRAM WILL BE ESPECIALLY LOOKING FOR SIGNS OF POSITIVE SHIFTS OF ATTITUDE TOWARD ROMANIA.

3. AVRAM HELD OUT DISTINCT POSSIBILITY THAT NEGOTIATIONS WITH SEVERAL FIRMS DURING COURSE OF HIS TOUR WILL YIELD IMMEDIATE, CONCRETE RESULTS. MENTIONED SPECIFICALLY AS AREAS WHERE THERE ARE GOOD PROSPECTS OF AGREEMENTS WERE PETROLEUM EQUIPMENT, BEARINGS, NAVAL CONSTRUCTION EQUIPMENT, AND TRANSMISSIONS. HIGH LEVEL ADVANCE TEAMS LED BY MINISTRY OFFICIALS WITH PREVIOUS EXPERIENCE IN U.S. HAVE BEEN DISPATCHED TO RESOLVE FINAL DETAILS. WHILE PAST EXPERIENCE DICTATES CAUTION CONCERNING PROBABILITY OF IMMEDIATE RESULTS, WE ARE NONETHELESS IMPRESSED BY THE UNUSUAL AMOUNT OF GROUNDWORK MINISTRY HAS LAID.

4. IN VIEW OF PARTICULARLY FORTUITOUS TIMING OF AVRAM'S VISIT AND OF THE IMPORTANCE GOR PLACES UPON IT WE URGE THAT AVRAM BE AFFORDED ACCESS TO HIGHEST LEVELS IN CALLS AT COMMERCE, EXIM, OPIC, AND STATE (REQUESTED REFTEL). FOCAL POINT FOR THESE DISCUSSIONS CAN BE EXPECTED TO BE ROMANIAN NEEDS FOR EXIM CREDITS. AVRAM REITERATED TO AMBASSADOR FAMILIAR ROMANIAN THEME THAT WITHOUT CREDITS BILATERAL TRADE POSSIBILITIES WERE LIMITED.

5. IN ADDITION TO EXEC. BRANCH CALLS, EMBASSY ASKS DEPT. TO CONSIDER ADVISABILITY OF ARRANGING FOR AVRAM TO MEET WITH CONGRESSIONAL LEADER, SUCH AS SEN. PERCY, WHO FAVORABLY DISPOSED TOWARD COMMERCIAL AGREEMENT, BUT EQUALLY IMPORTANTLY REPRESENTS ONE OF THE STATES TO BE VISITED BY AVRAM.

6. ACTION REQUESTED: REQUEST DEPARTMENT ADVISE US BY IMMEDIATE CABLE STATUS OF EXEC. BRANCH APPOINTMENTS REQUESTED FOR AVRAM SO THAT WE MAY INFORM MINISTER PRIOR TO HIS FRIDAY DEPARTURE. WE WILL SEND SEPARATE MESSAGES CONCERNING AVRAM'S SPECIAL INTERESTS AND CONCERNS.

BARNES

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